

Message Text

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ORIGIN COME-00

INFO OCT-01 EA-10 ISO-00 EB-08 DOE-15 SOE-02 /036 R

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COM/OED/MEPD/SMCONGER, DIR.
DOE/SOE/RBARTHOLEMEW (INFO)
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EA/TIMBS:MEASTON

-----078674 052233Z /45

P 051943Z JUN 78
FM SECSTATE WASHDC
TO AMEMBASSY SINGAPORE PRIORITY
AMEMBASSY KUALA LUMPUR PRIORITY
INFO AMEMBASSY JAKARTA PRIORITY

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E.O. 11652: N/A

TAGS: BENC, SN, MY, ID

SUBJECT: MAJOR PROJECT: BINTULU LNG

REF: (A) SINGAPORE 2311; (B) KUALA LUMPUR 2984;
(C) 77 KUALA LUMPUR 383; (D) JAKARTA 2981; PREVIOUS

1. ACCORDING REFTEL B AND PREVIOUS TRAFFIC FROM EMBASSY
KUALA LUMPUR, MALAYSIAN/U.S./JAPANESE CONSORTIUM DEVELOPING
SUBJECT PROJECT IS CURRENTLY SEEKING FIRM TO DESIGN AND
CONSTRUCT BINTULU FACILITY. IN FACT, REPORT INDICATES
THREE FIRMS MAY HAVE BEEN SHORTLISTED FOR BIDDING ON
CONTRACT. IF PROJECT IS DEVELOPED ALONG CUSTOMARY LINES,
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CONTRACTOR CARRYING OUT DESIGN WILL BE EXPECTED TO SPECIFY
EQUIPMENT. FOR THIS REASON, USDOC WOULD APPRECIATE ADVICE
FROM EMBASSY KUALA LUMPUR ON WHETHER EQUIPMENT "CRITERIA"
DESCRIBED IN FINAL SENTENCE, FIRST PARAGRAPH OF REFTEL A
ARE, IN FACT, ALREADY AVAILABLE. WOULD ALSO APPRECIATE
CONFIRMATION OF SOON'S CONTENTION THAT "TOP LEVEL
GOVERNMENT AND PETRONAS OFFICIALS . . . ARE ANXIOUS TO

DISCUSS THE PROJECT WITH SERIOUS MAJOR SUPPLIERS IN ORDER TO ESTABLISH A LIST OF QUALIFIED TENDERERS." ALTHOUGH INTEREST IN POTENTIAL EQUIPMENT SUPPLIERS WOULD SEEM

PREMATURE AT THIS TIME, USDOC/MEPD WILL BE HAPPY TO

DISSEMINATE OPPORTUNITY TO U.S. FIRMS IF EMBASSY KUALA LUMPUR CAN ESTABLISH THAT IT EXISTS.

2. RE LNG EQUIPMENT: USDOC/MEPD BELIEVES THAT, SINCE THERE ARE NUMEROUS AMERICAN FIRMS CAPABLE OF SUPPLYING THE WIDE VARIETY OF EQUIPMENT IN WHICH SOON IS INTERESTED, MOST USEFUL APPROACH WOULD BE FOR EMBASSY TO OBTAIN

DETAILED LIST FOR DISSEMINATION THROUGHOUT THE BUSINESS COMMUNITY. IF POST BELIEVES THIS WOULD BE APPROPRIATE, SUGGEST WTDR ON JENKEN BE SUBMITTED AT SAME TIME SO THAT INTERESTED AMERICAN FIRMS MAY HAVE ACCESS TO EMBASSY'S ASSESSMENT OF SOON'S BONA FIDE. OTHER PRACTICAL ALTERNATIVE WOULD BE FOR COMMERCE TO DETERMINE APPROPRIATE TRADE ASSOCIATIONS TO WHICH SOON MAY BE REFERRED. IF EMBASSY WISHES PROCEED WITH THIS APPROACH, PLEASE ADVISE AND USDOC WILL TRANSMIT LIST.

3. RE "MALAYSIAN PETROLEUM REFINERY AND UREA PLANT MENTIONED IN PARA FOUR OF REFTEL A: LATEST DATA USDOC LIMITED OFFICIAL USE

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HAS ON A MALAYSIAN REFINERY IS JANUARY 1977 (REF C) REPORT THAT PETROGAS PROJECT AT PORT DICKSON HAS BEEN DELAYED INDEFINITELY. ASSUME UREA PLANT IS ASEAN PROJECT LAST DESCRIBED IN REFTEL D. UNDER CIRCUMSTANCES, HOWEVER, USDOC NEEDS DEFINITE IDENTIFICATION OF PROJECTS AND ANY ADDITIONAL DATA THAT MIGHT BE FORTHCOMING BEFORE ACTIVITY CAN BE INITIATED.

4. COMMERCE HAS BEEN AWARE OF BINTULU LNG PROJECT SINCE 1972 AND AGREES IT "WORTH CONSIDERABLE USDOC EFFORT." HOWEVER, SINCE PROJECT IS ALREADY WELL KNOWN IN U.S. BUSINESS COMMUNITY, SINCE SOON AND JENKEN ONLY ONE OF MANY POTENTIAL AGENTS OR MIDDLEMEN INTERESTED IN SUBJECT, AND SINCE EMBASSY SINGAPORE UNABLE VOUCH FOR FIRM'S BONA FIDES (IN FACT, REF A RECOMMENDS "CAUTION IN DEALING WITH

SOON"), MEPD DOES NOT BELIEVE IT APPROPRIATE TO ARRANGE APPOINTMENTS OR MAKE OTHER ELABORATE PREPARATIONS FOR HIS VISIT. USDOC WILL UNDERTAKE EITHER ACTION SUGGESTED IN FOREGOING PARA TWO IN PREPARATION FOR VISIT AS IT PERTAINS TO LNG. RE UNIDENTIFIED REFINERY AND UREA PLANT, SUGGEST EMBASSY ADVISE SOON TO CONTACT NATIONAL

CONSTRUCTORS ASSOCIATION (NCA), DAVID BURCH, 1101 15TH STREET, N.W., WASHINGTON, D.C., 20005, TEL. (202)466-8880,

FOR REFERRAL TO CONTRACTORS INTERESTED IN DESIGN/ CONSTRUCTION OF INSTALLATIONS OF THIS TYPE. EMBASSY SHOULD HAVE COPY OF NCA'S DIRECTORY OF INTERNATIONAL ENGINEERING AND CONSTRUCTION SERVICES, WHICH CONTAINS BROCHURES OF VIRTUALLY ALL U.S. FIRMS WITH SUBSTANTIAL CAPACITY IN THESE FIELDS. MR. SOON MAY WISH TO REVIEW THIS DIRECTORY BEFORE HIS TRIP. IF, DURING HIS U.S. VISIT, HE WISHES OBTAIN APPROPRIATE INFORMATION AND ASSISTANCE FROM USDOC, SUGGEST HE CONTACT JAY L. SMITH, PROJECT MANAGER, INDUSTRIAL SYSTEMS, USDOC/MEPD TEL. (202) 377-4642. VANCE
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 05 jun 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Litigation History:
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Review Release Date: n/a
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Review Withdrawn Fields: n/a
SAS ID: 2486697
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: BINTULU LNG
TAGS: BENC, SN, MY, ID
To: SINGAPORE KUALA LUMPUR
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/cc773d92-c288-dd11-92da-001cc4696bcc
Review Markings:
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Declassified/Released
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20 Mar 2014
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